Hi Sun Fintech Global Limited

# NEXT-GEN MORTGAGE SOLUTION REFORMS To A Local Hong Kong Money Lender

Consumer demand for mortgages has skyrocketed across Hong Kong with growing interest in home and car refinance products and personal loans. Industry players are likely to see a continuous rise in demand with increasing pressure on their existing processes to fulfil the needs of a growing clientele.

Perhaps this is why one of the leading money lenders in Hong Kong approached Hi Sun Fintech Global (HSG) in 2021 to reform their financing operation with next-gen mortgage solutions. They went through a complete overhaul of their core platform, collaborating with HSG to launch new digital capabilities that delight their brokers and clientele alike.

# PAINPOINTS OF THE LENDING GIANT

### Lack of Intuitive Log Tracing System

The local money lender's manual system lacked intuitive log tracing for auditing purposes. The goal is to resolve this issue by setting up a centralised platform for customer information management.

### Require Automated Management System

Reduce the use of the manual system as it requires extensive human effort, which negatively affects human productivity. It introduces an automated system that supports automated loan management workflow.

### Manual Intervention Operation Hindrance the Business Development

Most systems operate under manual intervention, becoming a hindrance in scaling up the business. HSG must introduce a system that requires multiple levels of authority for different user maker/checker approvals.

## Bringing In The Expertise From HSG

HSG 's responsibility is to implement a fast-paced working system to ensure the product factory develops new products efficiently and on time. The company conducts an extended period of testing the full business flow every time a new product is launched. This takes more time, surpassing the product's go-to-market timeline.

Their primary focus is to introduce modern customer-focused digital banking solutions that reduce the overall development budget, decrease the need for intensive capital injections and boost service delivery time for their esteemed clients.

HSG also offers a completely integrated solution for payments, finance, and telecommunications. These services are available for micro, mid, and large companies, banks, finance providers, merchants, and telecom operators.

## Integrated Solution Covers:

- Payment Processing
- Payment Platform Solutions
- Financial Solutions
- System Maintenance
- Shareholding ETF-POS Terminals
- Application Development
- Service Provision
- Terminal Provision for Finance & Payment Chain

# Next-Gen Mortgage Solution
# Project Achievement

### HSG-Lending System

HSG-Lending System supports a comprehensive loan administration process for different loan products. After the setup of this lending system, the local moneylender efficiently provides secured loans on personal loans, commercial loans, mortgage loans or revolving loans, etc.

### Business Management Platform

The business management platform enables the centralised management and overall performance monitoring of loan business management functions, loan product setup, customer setup, collateral setup, loan account setup, repayment, enquire, etc.

### Customer Information Management

This module supports various types of customers and their data. It offers different customer information categorise to support price differentiation, services management, etc. For example, corporate banks, individuals, and institutions are managed from one platform.

### Collateral Information Management

With this module, the moneylender company can store and manage collateral information of all common collateral types.

### Limit Management

HSG Limit Management module ensures that the local money lender can manage complex credit limit structures, including hierarchical limits without drawback.

### Loan Drawdown and Fee Management

HSGs newly implemented systems can help the lender calculate drawdown percentage according to loan usage, drawdown count, etc. It also supports diversified fee calculation.

### Interest Process & Settlement

This module enables fixed-rate mortgage and floating-rate loan mortgage management.

### Repayment and Mortgage Closure

With this HSG module, the local moneylender tracks and manages loan repayment, overdue mortgage loan payments, payment collection, and mortgage closure on one platform. It provides repayment schedule parameters such as repayment methods, holiday handling, repayment sequence, grace period, and early payment indictor. In addition, it supports overdue amounts and overdue interest waivers.

### Data Dictionary and Customized Loan Reports

This module creates a complete data dictionary through the listing of data objects. HSG further provides customised loan reports with a sample to ensure it is according to its standards. The types of customised loan reports are:

- Monthly overdue loans review report
- Monthly portfolio report
- Monthly repayment report
- Quarterly complaint report
- Quarterly early redemption report
- Monthly customer statement

# IMPLEMENTATION TIMELINE

| | |
|---|---|
| Jul 2021 | Contract Confirmation |
| Jul - Sep 2021 | Project kick-off & Lending System Implementation |
| Oct 2021 | System Customization & PROD Version Upgradation |
| Nov 2021 | Infrastructure & Technology Testing |
| Dec 2021 | Project Technical Go-Live |

*"We are a global FinTech company, committed to providing a custome centric and cost effective digital solution globally.*

*Our mission is to use new technology to make digital banking and financial transaction easy and simple for customers."*

Terry Liang, CEO, HSG

Money lending businesses require an integrated system that can automate and allow performing and management of all financial functioning from one platform.
HSG is the most flexible, reliable, scalable, and versatile core banking solution in Southeast Asia. Therefore, it has the highest potential to significantly improve money lending companies' operations and systems, which benefit its customers. This is why the local money lender company trusted HSG to address and remove their pain points.

HSG

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